

Message Text

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ACTION NEA-10

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SUBJECT: SUEZ AREA RECONSTRUCTION: MASTER PLANNING CONTRACTS
GO TO THE UK?

REF: CAIRO 7831

1. CONVERSATIONS WITH OFFICIALS IN THE MINISTRY OF HOUSING AND RECONSTRUCTION, CONFIRMED BY REPRESENTATIVES OF THE US FIRM (TAMS) PROVIDING CONSULTATIVE SERVICES TO THE MINISTRY, HAVE INDICATED THAT AMERICAN COMPANIES HAD NOT DONE TOO WELL IN

THE COMPETITION TO PREPARE THE MASTER PLANS FOR THE RE-DEVELOPMENT OF THE THREE SUEZ CITIES AND THEIR SURROUNDING AREAS (REFTEL).

2. THE LATEST WORD WE HAVE RECEIVED, STILL A RUMOR BUT WITH A HIGH PROBABILITY OF BEING FACTUAL, IS THAT THREE BRITISH COMPANIES HAVE BEEN SELECTED TO DO THE WORK. NO OFFICIAL ANNOUNCEMENT HAS BEEN MADE, THUS PROVIDING FOR FURTHER REVIEW AT THE HIGHEST LEVELS, BUT THE RECOMMENDATION OF THE INTERNATIONAL JURY (WHICH INCLUDED ONE AMERICAN EXPERT) IS REPORT-
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ED TO HAVE COINCIDED EXACTLY WITH THAT OF THE MINISTRY'S OWN

STAFF AND TAMS.

3. THE BRITISH PROPOSALS WERE CLEARLY SUPERIOR, WE ARE TOLD, DUE IN LARGE PART TO DIFFERENCES IN THE METHOD OF PREPARATION AND THE EVIDENT HOMEWORK THAT HAD GONE INTO THEM. SEVERAL US OFFERS, ACCORDING TO ONE SOURCE, DID NOT INITIALLY CONTAIN COST ESTIMATES. WHILE THIS MAY BE STANDARD PROCEDURE FOR AMERICAN FIRMS, IT MAY HAVE PLACED THEM AT A DISADVANTAGE IN THIS CASE, SINCE IT NECESSITATED SEPARATE SUBMISSIONS AFTER THE INITIAL DEADLINE HAD PASSED.

4. COMMENT: THE EGYPTIANS REPORTEDLY HAVE NOW BEGUN TALKING TO THE UK FIRMS IN QUESTION. IF THIS IS TRUE, AND DISCUSSIONS HAVE STARTED BEFORE THE FINAL DECISION IS ANNOUNCED, THEN IT IS SAFE TO ASSUME THAT EFFORTS ARE UNDERWAY TO HAVE PRICES REDUCED, IN THE SAME SORT OF AUCTION BIDDING THAT THE GOE SO OFTEN EMPLOYS. UNDER THESE CIRCUMSTANCES, THERE COULD BE CHANGES IN THE LIST OF WINNERS BEFORE IT IS ALL OVER.
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